BEFORE THE ARIZONA CORPORATION COMMISSION

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4 | Chairman 4 | JIM IRVIN

Commissioner

WILLIAM A. MUNDELL

ETHICO MEDICAL MANAGEMENT,

8607 North 59th Avenue, Suite B-3

CARL J. KUNASEK

Commissioner

In the matter of

JANE B. LEWIS

an Arizona company

Glendale, Arizona 85032

Surprise, Arizona 85374

Peoria, Arizona 85382

14964 West Bottle Tree Circle

KIMBERLY B. McMAHAN

17374 North 89th Avenue, #1002

Respondents.

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DOCKET NO. S-03360A-00-0000

DECISION NO.

ORDER TO CEASE AND DESIST, ORDER FOR RESTITUTION, ORDER FOR ADMINISTRATIVE PENALTIES AND CONSENT TO SAME BY RESPONDENTS

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INTRODUCTION

Respondents ETHICO MEDICAL MANAGEMENT, JANE B. LEWIS, and KIMBERLY B. McMAHAN, collectively "RESPONDENTS," elect to permanently waive their right to a hearing and appeal under Articles 11 and 12 of the Securities Act of Arizona, A.R.S. §44-1801, et seq. (the "Securities Act") with respect to this Order to Cease and Desist, Order for Restitution, Order for Administrative Penalties and Consent to Same (the "Order"). RESPONDENTS admit the jurisdiction of the Arizona Corporation Commission (the "Commission"); admit the Findings of Fact and Conclusions of Law contained in the Order for the purposes of this administrative proceeding only; and consent to the entry of this Order by the Commission.

II.

FINDINGS OF FACT

- 1. ETHICO MEDICAL MANAGEMENT ("ETHICO"), whose last known address was 8607 North 59th Avenue, Suite B-3, Glendale, Arizona, 85032, was an Arizona company involved in the business of medical billing and administration. ETHICO was formed in 1995, but is now a defunct business after ceasing all operations by the close of 1998.
- 2. JANE B. LEWIS ("LEWIS"), whose last known address is 14964 West Bottle Tree Circle, Surprise, Arizona, 85734, was a co-owner and a principal officer of ETHICO from 1995 until the business ceased operations in 1998.
- 3. KIMBERLY B. McMAHAN ("McMAHAN"), whose last known address is 17374 North 89th Avenue, Suite #1002, Peoria, Arizona, 85382, was a co-owner and a principal officer of ETHICO from 1995 until the business ceased operations in 1998.
- 4. From September of 1996 through 1998, LEWIS and McMAHAN engaged in a campaign of soliciting investment funds to support their fledgling medical management company, ETHICO. In doing so, LEWIS and McMAHAN offered and sold securities within or from Arizona, in the form of promissory notes, to multiple individuals on numerous occasions. LEWIS and McMAHAN raised at least \$68,750 through the offer and sale of these promissory notes during this time, but subsequently failed to make the scheduled repayments on these notes.
- 5. Prior to their ETHICO venture, LEWIS (CRD #2159156) and McMAHAN (CRD #2313735) served as registered salesmen with PFS Investments, Inc. ("PFS"), a registered dealer in Phoenix, Arizona.
- 6. Some time in 1995, while still serving as PFS salesmen, LEWIS and McMAHAN formed ETHICO, a start-up company focusing on the business of medical billing and administration. IEWIS and McMAHAN were named as officers and co-owners of the company.

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7. In the fall of 1996, LEWIS and McMAHAN resigned their positions with PFS. McMAHAN subsequently accepted a salesman position with SunAmerica Securities for an additional two years.

- 8. Shortly following their resignations from PFS, LEWIS and McMAHAN first sold an ETHICO investment, in the form of a \$2,500 promissory note, to a Phoenix area investor.
- 9. Like many of the subsequent promissory notes sold by RESPONDENTS, this \$2,500 note was signed by LEWIS and McMAHAN in their individual capacities.
- 10. McMAHAN told this particular investor that his ETHICO investment would be re-invested and would subsequently be used as collateral to acquire further business loans for ETHICO. McMAHAN never informed the investor where his money was ultimately going to be invested.
- 11. The only documentation ever provided to the investor prior to his investment with ETHICO was a tri-fold brochure outlining the business strategies of ETHICO.
- 12. LEWIS and McMAHAN failed to disclose any risks associated with the ETHICO investment, either before or at the time of the investment. LEWIS and McMAHAN also made no mention as to the limitations on the transferability of such an investment.
- 13. Some time after remitting an investment check payable to LEWIS for \$2,500, the investor received a promissory note purporting to pay 20% interest per annum.
- 14. The investor subsequently asked McMAHAN on several occasions whether his ETHICO investments were safe. Each time, McMAHAN responded that his funds had been invested and were fully secure.
- 15. The investor did not receive the interest payments when due as prescribed under the note. Instead, LEWIS and McMAHAN asked that the investor invest another \$2,500 with ETHICO and to roll his initial note into a second superceding note.

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16. The investor agreed to do so, and the investor made another \$2,500 ETHICO investment payable to LEWIS and ETHICO on May 5, 1997. The investor subsequently received a superceding promissory note for \$5,000 on July 7, 1997. This second note was scheduled to once again pay interest at 20% interest per annum and to fully mature in May of 1999.

- 17. After further solicitation by LEWIS and McMAHAN, the investor agreed to make yet another investment with ETHICO the following month. On June 1, 1997, the investor invested another \$7,500 with ETHICO, making out an additional check for \$7,500 payable to LEWIS. The investor received another promissory note for the additional investment paying 10% interest per annum with a maturity date in December of 1997. Both LEWIS and McMAHAN endorsed this promissory note.
- 18. The investor failed to receive any payments, either in interest or in principal, on any of the outstanding notes.
- 19. LEWIS and McMAHAN solicited the investor to invest still another \$17,500 with ETHICO in February of 1998. The investor agreed, and under McMAHAN'S instruction, the investor withdrew \$17,500 from his IRA account and invested the funds with ETHICO. Unknown to the investor at the time, the investor incurred a tax penalty for undertaking this particular withdrawal from his IRA account.
- 20. After receiving this \$17,500 investment, LEWIS and McMAHAN drew up a fourth promissory note for the investor that combined and superceded all prior notes. Under this final \$30,000 note, the investor was scheduled to receive \$1,000 per month for 54 months starting on July 1, 1999 and ending on January 1, 2004. The investor was also guaranteed 5% of the annual profits of ETHICO starting in 2005.
- 21. The investor has subsequently received no payments on the note, either in interest or in principal.

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22. LEWIS and McMAHAN engaged in a similar pattern of selling promissory notes to other investors during a period starting in the fall of 1996.

- 23. LEWIS and McMAHAN failed to provide these additional investors with any information describing the business operations or financial condition of ETHICO prior to or at the time of their investments in ETHICO.
- 24. Additionally, LEWIS and McMAHAN failed to disclosure to these investors any of the risks associated with their ETHICO investments. To one such investor, McMAHAN actually guaranteed an annual return of 12 per cent.
- 25. One of these latter investors, who had no prior business associations with RESPONDENTS, learned of the ETHICO investment opportunity from an acquaintance. LEWIS and McMAHAN solicited a \$5,000 investment from this investor on December 10, 1996, and the investor subsequently received a promissory note for \$5,000. After LEWIS and McMAHAN requested another \$5,000 investment from the investor, the original note was rolled into a second \$10,000 promissory note on April 1, 1997. Under the terms of this superceding note, the investor was to receive 20% interest per annum beginning in July 1997, with the note maturing in May of 1999.
- 26. This investor eventually received only two interest payments on the note. The remainder of the interest and the principal was not paid when due.
- 27. LEWIS and McMAHAN solicited another investor to invest in ETHICO in January of 1997. This investor subsequently invested \$1,000 with the company, and shortly thereafter received a promissory note from LEWIS and McMAHAN for \$1,000. As before, this note was rolled into a new superceding note for \$2,500 after LEWIS and McMAHAN requested another \$1,500 investment from the investor. Under the resulting superceding note, this investor was to receive 20% interest per annum on her investment starting in July of 1997.
- 28. This investor received only one interest payment on her promissory note, and the principal investment was never repaid.

29. While raising funds for ETHICO, LEWIS and McMAHAN failed to inform any of the investors that the promissory notes were not registered as securities in the state of Arizona and were not exempt from registration. RESPONDENTS also failed to mention that neither ETHICO nor LEWIS were registered as a dealer and/or salesman at the time the ETHICO securities were sold.

- 30. RESPONDENTS also failed to disclose to investors that while they were selling ETHICO securities, the company was experiencing a number of financial difficulties, including but not limited to the failure to meet ongoing payment obligations.
- 31. In March of 1999, LEWIS notified investors that she was preparing to file bankruptcy, and indicated that the notes would not be repaid.
- 32. In total, RESPONDENTS raised at least \$68,750 through the sale of promissory notes to at least ten investors on fifteen different occasions. Despite representations to the contrary, none of these investors have received the promised return on their investments.

III.

CONCLUSIONS OF LAW

- 1. The Commission has jurisdiction over this matter pursuant to Article XV of the Arizona Constitution and the Securities Act.
- 2. LEWIS and McMAHAN, as promoters, officers and owners of ETHICO, offered or sold securities within or from Arizona, within the meaning of A.R.S. §§ 44-1801(15), 44-1801(21), and 44-1801(26).
- 3. LEWIS and McMAHAN, as promoters, officers and owners of ETHICO, violated A.R.S. §44-1841 by offering and selling securities that were not registered, not the subject of a notice filing, and not exempt from registration.

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4. LEWIS and ETHICO violated A.R.S. §44-1842 by offering or selling securities while not registered as a dealer or salesman and while not having any applicable exemption from such registration.

- 5. LEWIS and McMAHAN, as officers and owners of ETHICO, violated A.R.S. § 44-1991 by making untrue statements of material fact, or omitting to state any material fact necessary in order to make the statements made, in the light of the circumstances under which they were made, not misle ading.
- 6. LEWIS and McMAHAN'S conduct is grounds for a Cease & Desist Order to be issued pursuant to A.R.S. §44-2032.
- 7. LEWIS and McMAHAN'S conduct is grounds for an order of restitution to be provided pursuant to A.R.S. §44-2032.
- 8. LEWIS and McMAHAN'S conduct is grounds for administrative penalties to be assessed under A.R.S. §44-2036.

IV.

ORDER

THEREFORE, on the basis of these Findings of Fact, Conclusions of Law, and LEWIS, McMAHAN and ETHICO'S consent to the entry of this Order, the Commission finds that the following relief is appropriate, in the public interest, and necessary for the protection of investors:

IT IS ORDERED, pursuant to A.R.S. § 44-2032, that LEWIS and McMAHAN, and their agents, successors and assigns, permanently Cease and Desist from violating the Securities Act in any respect, including the following:

- a) Offering to sell or selling unregistered securities within or from Arizona where no exemption from registration applies;
- b) Offering to sell or selling securities within or from Arizona without prior registration as a dealer and/or salesperson where no exemption from registration applies; and

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25 26 c) In connection with the offer to sell or sale of securities within or from Arizona, making untrue statements of material fact, or omitting to state any material fact necessary in order to make the statements made, in the light of the circumstances under which they were made, not misleading.

IT IS FURTHER ORDERED, pursuant to A.R.S. §44-2032, that LEWIS and McMAHAN shall, jointly and severally, pay the principal amount of \$68,750 in restitution to investors as reflected on the records of the Commission. If the Division discovers that additional investor funds have been raised through the sale of additional ETHICO promissory notes, then the above-referenced restitution figure shall be increased accordingly to reflect these additional amounts. This restitution sum shall accrue interest at the rate of 10% per annum starting on the entry date of this Order until the restitution amount is paid in full. Payment of the restitution amount shall be made in the form of money orders or cashier's checks and shall be made in accordance with the following schedule:

- a) \$2,500 immediately upon the signing of this Order;
- b) Monthly payments of \$1,000 beginning on or before December 1st, 2000, following the entry of this Order; and
- c) A final payment of any unpaid balance will be due and payable on the 1st day of the month following the payments outlined above.

Payment is to be made to the State of Arizona to be placed in an interest-bearing account maintained and controlled by the Arizona Attorney General. The Arizona Attorney General shall disburse the funds on a pro rata basis to investors. If any disbursement check is not deliverable or does not clear the account within 90 days from the date of issuance, the funds shall be redistributed to the known investors.

IT IS FURTHER ORDERED, pursuant to A.R.S. §44-2036, that LEWIS and McMAHAN shall each pay an administrative penalty in the amount of \$10,000, payable to the State of Arizona. The payment of these administrative penalties shall be subordinated to the payment of

restitution as set forth above. Should LEWIS and McMAHAN default on the above-referenced restitution obligations, the administrative penalties shall each become immediately due and payable. Once the administrative penalties become due and payable (i.e. once restitution has been paid in full or if the restitution payments go into default), any outstanding amounts will accrue interest at the rate of 10% per annum until paid in full. The administrative penalties shall each be reduced to an amount of \$5,000 if the above-referenced restitution obligations are paid in full. Such reduced amounts shall become due and payable 30 days following the submission of the final restitution payment.

IT IS FURTHER ORDERED, pursuant to A.R.S. §44-2032, that the amount of restitution ordered against LEWIS and McMAHAN above shall be offset by any restitution payments previously made by LEWIS and McMAHAN to any of their investors reflected on the records of the Commission. Clear and convincing evidence of such payments is required prior to the application of any such offsets.

CONSENT TO ENTRY OF COMMISSION ORDER AND WAIVER OF HEARING

- 1. JANE B. LEWIS ("LEWIS), an individual, admits to the jurisdiction of the Commission over the subject matter of this proceeding. LEWIS acknowledges that she has been fully advised of her right to a hearing to present evidence and call witnesses, and LEWIS knowingly and voluntarily waives any and all rights to a hearing before the Commission and all other procedures otherwise available under Article 11 of the Securities Act and Title 14 of the Arizona Administrative Code. LEWIS acknowledges that the Order to Cease and Desist, Order for Restitution, Order for Administrative Penalties and Consent to Same (the "Order") constitutes a valid final order duly rendered by the Commission.
- 2. LEWIS knowingly and voluntarily waives any right she may have under Article 12 of the Securities Act to judicial review by any court by way of suit, appeal or extraordinary relief resulting from the entry of this Order.
- 3. LEWIS acknowledges and agrees that this Order is entered into freely and voluntarily and that no promises were made nor coercion used to induce LEWIS to enter into this Consent.
- 4. LEWIS acknowledges that she has been represented by counsel in this matter, that LEWIS has reviewed this Order with her attorney, and that LEWIS understands the terms and conditions contained in the Order.
- 5. LEWIS admits the Findings of Fact and Conclusions of Law contained in this Order for the purpose of this administrative proceeding only. LEWIS further agrees that she will not challenge the validity of these Findings and Conclusions in any present or future administrative proceedings before the Commission or before any other State agency in connection with the denial or issuance of licenses or registrations as required to engage in the practice of any business or profession.

6. LEWIS acknowledges that it is the Commission's policy not to permit a respondent to settle an action by consenting to an order that imposes a sanction while denying the allegations in the Notice. LEWIS further understands that the Commission's acceptance of a settlement in this matter is based upon LEWIS's recognition and compliance with this policy. If LEWIS breaches this agreement, the Commission may move to vacate this Order and restore this case to its active docket.

- 7. LEWIS consents to the entry of this Order and agree to be fully bound by its terms and conditions.
- 8. LEWIS acknowledges that interest will continue to accrue on the unpaid balance of the funds ordered to be paid, at the legal rate of interest pursuant to A.R.S. §44-1201(A), until the amount is paid in full.
- 9. LEWIS acknowledges that any default under the payment terms of this Order will render her liable to the Commission for the balance of the monies owed, for costs of collection, and for interest at the maximum legal rate.
- 10. LEWIS acknowledges that this Order resolves only alleged administrative violations of the Securities Act and that nothing contained in this Order purports to resolve any other issues which may exist between LEWIS and the state of Arizona. Nothing in this Order shall be construed to restrict or preclude any other agency or officer of the State or its subdivisions from initiating other civil or criminal proceedings against LEWIS, now or in the future, that may be related to the matters addressed by this Order. Nothing in this Order shall be construed to restrict the State's right in a future proceeding to bring an action against LEWIS from or related to facts not set forth in this Order.

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11. LEWIS acknowledges that she has been informed and understands that the Commission or its designee, at the Commission's sole and exclusive discretion, may refer to this matter, or any information or evidence gathered or derived in connection with this matter, to any person or entity having appropriate administrative, civil or criminal jurisdiction. In connection with the above, LEWIS acknowledges that no representations regarding the above has been made to induce LEWIS to enter into this Order, and no promise or representation has been made by the Commission or its designee or staff with regard to any potential criminal liability or immunity

- LEWIS agrees that she will abstain from applying for registration as a dealer or securities salesman or from applying for licensure as an investment advisor or investment advisor representative in this state until full restitution and her administrative penalties have been paid in
- 13. LEWIS states that as a part of the settlement reached herein, she will continue to cooperate with the Securities Division ("Division") in connection with this matter including, but not limited to, providing complete and accurate addresses and phone numbers for any and all investors identified in this matter and for any other matters touching thereon.

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| | | <u> </u> | JANE B. LEWIS | |
| SUBSCRIBED | AND SWORN T, 2000. | O before me, by | JANE B. LEWIS, this | s day of |
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NOTARY PUBLIC

CONSENT TO ENTRY OF COMMISSION ORDER AND WAIVER OF HEARING

- 1. KIMBERLY B. McMAHAN ("McMAHAN"), an individual, admits to the jurisdiction of the Commission over the subject matter of this proceeding. McMAHAN acknowledges that she has been fully advised of her right to a hearing to present evidence and call witnesses, and McMAHAN knowingly and voluntarily waives any and all rights to a hearing before the Commission and all other procedures otherwise available under Article 11 of the Securities Act and Title 14 of the Arizona Administrative Code. McMAHAN acknowledges that the Order to Cease and Desist, Order for Restitution, Order for Administrative Penalties and Consent to Same (the "Order") constitutes a valid final order duly rendered by the Commission.
- 2. McMAHAN knowingly and voluntarily waives any right she may have under Article 12 of the Securities Act to judicial review by any court by way of suit, appeal or extraordinary relief resulting from the entry of this Order.
- 3. McMAHAN acknowledges and agrees that this Order is entered into freely and voluntarily and that no promises were made nor coercion used to induce McMAHAN to enter into this Consent.
- 4. McMAHAN acknowledges that she has been represented by counsel in this matter, that McMAHAN has reviewed this Order with her attorney, and that McMAHAN understands the terms and conditions contained in the Order.
- 5. McMAHAN admits the Findings of Fact and Conclusions of Law contained in this Order for the purpose of this administrative proceeding only. McMAHAN further agrees that she will not challenge the validity of these Findings and Conclusions in any present or future administrative proceedings before the Commission or before any other State agency in

connection with the denial or issuance of licenses or registrations as required to engage in the practice of any business or profession.

- 6. McMAHAN acknowledges that it is the Commission's policy not to permit a respondent to settle an action by consenting to an order that imposes a sanction while denying the allegations in the Notice. McMAHAN further understands that the Commission's acceptance of a settlement in this matter is based upon McMAHAN's recognition and compliance with this policy. If McMAHAN breaches this agreement, the Commission may move to vacate this Order and restore this case to its active docket.
- 7. McMAHAN consents to the entry of this Order and agrees to be fully bound by its terms and conditions.
- 8. McMAHAN acknowledges that interest will continue to accrue on the unpaid balance of the funds ordered to be paid, at the legal rate of interest pursuant to A.R.S. §44-1201(A), until the amount is paid in full.
- 9. McMAHAN acknowledges that any default under the payment terms of this Order will render her liable to the Commission for the balance of the monies owed, for costs of collection, and for interest at the maximum legal rate.
- 10. McMAHAN acknowledges that this Order resolves only alleged administrative violations of the Securities Act and that nothing contained in this Order purports to resolve any other issues which may exist between McMAHAN and the state of Arizona. Nothing in this Order shall be construed to restrict or preclude any other agency or officer of the State or its subdivisions from initiating other civil or criminal proceedings against McMAHAN, now or in the future, that may be related to the matters addressed by this Order. Nothing in this

Order shall be construed to restrict the State's right in a future proceeding to bring an action against McMAHAN from or related to facts not set forth in this Order.

- 11. McMAHAN acknowledges that she has been informed and understand that the Commission or its designee, at the Commission's sole and exclusive discretion, may refer to this matter, or any information or evidence gathered or derived in connection with this matter, to any person or entity having appropriate administrative, civil or criminal jurisdiction. In connection with the above, McMAHAN acknowledges that no representations regarding the above has been made to induce her to enter into this Order, and no promise or representation has been made by the Commission or its designee or staff with regard to any potential criminal liability or immunity from any potential criminal liability.
- 12. McMAHAN agrees that she will abstain from applying for registration as a dealer or securities salesman or from applying for licensure as an investment advisor or investment advisor representative in this state until full restitution and her administrative penalties have been paid in full as set forth in this Order.
- 13. McMAHAN states that as a part of the settlement reached herein, she will continue to cooperate with the Securities Division ("Division") in connection with this matter including, but not limited to, providing complete and accurate addresses and phone numbers for any and all investors identified in this matter and for any other matters touching thereon.

| Signed: | | |
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| | KIMBERLY B. McMAHAN | |

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| | Docket No. S-03360A-00-00 | | | |
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| 1 2 | SUBSCRIBED AND SWORN TO before me by KIMBERLY B. McMAHAN this day of, 2000. | | | |
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CONSENT TO ENTRY OF COMMISSION ORDER AND WAIVER OF HEARING

- 1. ETHICO MEDICAL MANAGEMENT, ("ETHICO"), a defunct Arizona company, admits to the jurisdiction of the Commission over the subject matter of this proceeding. ETHICO acknowledges that it has been fully advised of its right to a hearing to present evidence and call witnesses and ETHICO knowingly and voluntarily waives any and all rights to a hearing before the Commission and all other procedures otherwise available under Article 11 of the Securities Act and Title 14 of the Arizona Administrative Code. ETHICO acknowledges that the Order to Cease and Desist, Order for Restitution, Order for Administrative Penalties and Consent to Same (the "Order") constitutes a valid final order duly rendered by the Commission.
- 2. ETHICO knowingly and voluntarily waives any right it may have under Article 12 of the Securities Act to judicial review by any court by way of suit, appeal, or extraordinary relief resulting from the entry of this Order.
- 3. ETHICO acknowledges and agrees that this Order is entered into freely and voluntarily and that no promises were made nor coercion used to induce the company into entering into this Consent.
- 4. ETHICO acknowledges that as a former d/b/a/ of respondents LEWIS and McMAHAN, it has been indirectly represented by counsel in this matter, that ETHICO'S former principals have reviewed this Order with their attorney, and that ETHICO understands the terms and conditions contained in the Order.
- 5. ETHICO admits the Findings of Fact and Conclusions of Law contained in this Order. ETHICO agrees that it will not challenge the validity of these Findings and Conclusions in any present or future administrative proceedings before the Commission or before any other

 State agency in connection with the denial or issuance of licenses or registrations as required to engage in the practice of any business or profession.

- 6. ETHICO acknowledges that it is the Commission's policy not to permit a respondent to settle an action by consenting to an order that imposes a sanction while denying the allegations in the Notice. ETHICO further understands that the Commission's acceptance of a settlement in this matter is based upon ETHICO's recognition and compliance with this policy. If ETHICO breaches this agreement, the Commission may move to vacate this Order and restore this case to its active docket.
- 7. ETHICO consents to the entry of this Order and agrees to be fully bound by its terms and conditions.
- 8. ETHICO acknowledges that this Order resolves only alleged administrative violations of the Securities Act and that nothing contained in this Order purports to resolve any other issues which may exist between ETHICO and the state of Arizona. Nothing in this Order shall be construed to restrict or preclude any other agency or officer of the State or its subdivisions from initiating other civil or criminal proceedings against ETHICO, now or in the future, that may be related to the matters addressed by this Order. Nothing in this Order shall be construed to restrict the State's right in a future proceeding to bring an action against ETHICO from or related to facts not set forth in this Order.
- 9. ETHICO acknowledges that it has been informed and understands that the Commission or its designee, at the Commission's sole and exclusive discretion, may refer to this matter, or any information or evidence gathered or derived in connection with this matter, to any person or entity having appropriate administrative, civil or criminal jurisdiction. In connection with the above, ETHICO acknowledges that no representations regarding the above have been made to

SUBSCRIBED AND SWORN TO before me by Kimberly B. McMahan, this _____ day of ______, 2000.

NOTARY PUBLIC

My Commission Expires: